



Example of International Sales Job Description

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Our innovative and growing company is looking to fill the role of international sales. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for international sales

- Proper funnel management using the appropriate CRM tools / 'Sales Force'
- Order entry into SAP and the various order processing and workflow systems, including the submission of signed contracts and agreements in the business information systems / databases
- Coordination of account management with Credit, Collections and Billing teams to ensure successful terms and minimal exposure
- Entry and maintenance of customers pricing contracts
- Educate customers on business practices and associated contractual implications
- On a needed basis, work with Projects Teams to provide support for implementation of new core systems
- With director approval, create sales plans for customers and execute annual plan for increasing sales
- Review historical and current sales trends and develop annual and period sales forecasts
- Review current customer buying patterns and develop and present sales pitch to customer to increase sales
- Conduct business review with wholesale customers, formally reviewing established sales plans with customers throughout fiscal year, reviewing objectives and identify ways to increase sales

Qualifications for international sales

- Creative/fashion flair experience/exposure
- Knowledge in Retail Math concepts
- Knowledgeable in RLM system preferred
- Pan-European experience in senior advertising sales for a multi-channel television network
- Demonstrable ability to achieve revenue growth targets through creative sales techniques